

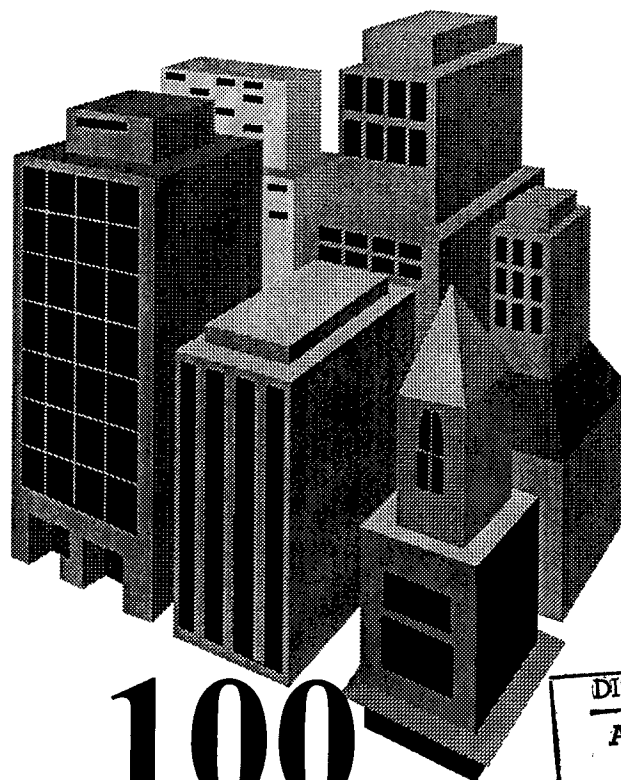
P01



# 100 COMPANIES

RECEIVING THE LARGEST DOLLAR  
VOLUME OF PRIME CONTRACT AWARDS

Fiscal Year 1996



100

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**100 COMPANIES RECEIVING  
THE LARGEST DOLLAR VOLUME  
OF PRIME CONTRACT AWARDS**

**Fiscal Year 1996**

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## FOREWORD

*100 Companies Receiving the Largest Dollar Volume of Prime Contract Awards* is published annually. This report contains summary data on the 100 companies, including their subsidiaries, which were awarded the largest total dollar volume of Department of Defense prime contract awards during fiscal year 1996.

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## INTRODUCTION

This report presents summary data on the 100 companies, and their subsidiaries, receiving the largest dollar volume of Department of Defense (DoD) prime contract awards during fiscal year (FY) 1996. Table 1, page 9, lists the 100 companies in alphabetical order and gives their associated rank. Table 2, page 11, identifies the parent companies in rank order, with their subsidiaries, and gives the total net value of awards for both the parent company and its subsidiaries. In many cases, the parent company receives no awards itself, but appears on the list because of its subsidiaries. Table 2 also shows what percentage of the total awards each company's awards represent, as well as the cumulative percentage represented by all companies.

Table 3, page 25, lists the top 100 companies DoD-wide in rank order and breaks the totals into three categories of procurement: Research, Development, Test and Evaluation (RDT&E); Other Services and Construction; and Supplies and Equipment. Table 4, page 27, lists the top 50 companies for each of the Reporting Components in rank order, and by category of procurement.

Information from this publication can be found on the World Wide Web under <http://web1.whs.osd.mil/peidhome/procstat/top100/top100.htm>

## NOTES ON COVERAGE

Data in this report reflect the net value of both debit and credit procurement actions over \$25,000; e.g., the value of a terminated contract, or other downward adjustment to a contract, is deducted from a firm's total award amount, while modifications and other positive adjustments are treated as increases. Procurement actions include definitive contracts, the obligated portions of letter contracts, job orders, task orders, delivery orders, and any other orders against existing contracts. Research and development, services, construction, and supply and equipment contracts, worldwide are included.

The report does not include those parts of indefinite quantity contracts that have not been translated into specific orders to business firms or those contracts that have not yet become mutually binding agreements between the government and the company. The company totals do not include contracts made by other U.S. Government Agencies and financed with DoD funds or contracts awarded in foreign nations through their respective governments.

***DATA RELATING TO COMPANIES IN THIS PUBLICATION ARE SUBJECT TO THE ACCURACY OF THE FEDERAL PROCUREMENT DATA SYSTEM CONTRACTOR ESTABLISHMENT CODE, AND THE ABILITY OF THIS CODING SYSTEM TO DESCRIBE RELATIONSHIPS OF COMPANIES. .***

## HIGHLIGHTS

DoD prime contract awards over \$25,000 totaled \$119.6 billion during FY 1996, \$2 billion more than in FY 1995. The 100 firms, and their subsidiaries, receiving the largest amount of DoD contracts in FY 1996 received \$69.9 billion, or 58.4 percent of all awards, primarily for aircraft, missile/space systems, ships, and electronics & communications equipment. In FY 1995, the top 100 companies received \$69.2 billion, which represented 58.9 percent of all awards.

Exhibit A below, shows that the first five companies received 25.8 percent of the total received by all companies in FY 1996, compared with 23.9 percent during FY 1995. The company ranked as number one during FY 1996, Lockheed Martin Corporation was also ranked as number one in FY 1995, with awards of \$12.0 billion during FY 1996, compared with a total of \$10.5 billion during FY 1995. The smallest total amount received by a company in the FY 1996 Table 2 was \$117.5 million, compared to \$118.4 million in FY 1995.

### Exhibit A

Company Position	Percent of Total			
	FY 1996	FY 1995	FY 1994	FY 1993
1	10.0	8.9	7.8	4.4
2	8.3	6.8	5.5	5.6
3	2.7	3.2	4.4	3.8
4	2.5	2.5	2.7	3.3
5	2.2	2.5	2.6	2.6
<b>Total 1-5</b>	<b>25.8</b>	<b>23.9</b>	<b>23.0</b>	<b>21.4</b>
6-10	8.2	8.9	10.7	9.4
11-25	9.8	10.9	11.8	14.1
<b>Total 1-25</b>	<b>43.9</b>	<b>43.7</b>	<b>45.4</b>	<b>44.9</b>
26-50	7.2	7.8	8.9	9.5
51-75	4.4	4.4	4.7	4.5
76-100	2.9	3.0	2.9	2.6
<b>Total 1-100</b>	<b>58.4</b>	<b>58.9</b>	<b>61.9</b>	<b>61.5</b>

## **Changes in the Top 100 Companies, FY 1995 To FY 1996**

Twenty-one companies which did not appear on the list in FY 1995 are among the top 100 companies in FY 1996, see Exhibit B below. The companies which appeared on the FY 1995 list but did not appear on the FY 1996 list are also shown in Exhibit B. Companies are considered as appearing on the list in both fiscal years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company, or the newly constituted company itself, made the list as a component of a company in the top 100 in the prior year.

### **Exhibit B**

#### **Companies Listed in FY 1996 But not in FY 1995**

Aetna Services Inc.  
Avondale Industries  
Battelle Memorial Industries  
BDM International Inc.  
Bergen Brunswick Corp.  
Boeing North American Inc.  
Eni SPA  
Foster Wheeler Corp.  
Hewlett-Packard Co.  
Highmark Inc.  
Humana Inc.  
Hunt Building Corp.  
Intermarine USA  
Jacobs Engineering Group Inc.  
Kuwait Petroleum Corp.  
Longbow LLC  
MCI Communications Corp.  
McKesson Corp. Delaware  
Philipp Holzmann Aktiengesellschaft  
Standard Missile LLC  
Tower Air Inc.

#### **Companies Listed in FY 1995 But not in FY 1996**

Bay Tankers Inc.  
Blake Construction Co. Inc.  
CAE Inc.  
Carlyle Partners Leveraged Capital  
Centex Corp.  
CFM International Inc.  
Chevron Corp.  
Eaton Corp.  
EG&G Inc.  
FMC Corp.  
Fulcrum II Limited Partnership  
Government Technologies Services Inc.  
Maersk Inc.  
Mortenson M A Companies  
Ogden Corp.  
RJR Nabisco Holdings Corp.  
Rockwell International Corp.  
Salomon Inc.  
Trinity Industries Inc.  
WMX Technologies Inc.  
Xerox Corp.

Nine of the 21 companies listed in FY 1996, but not in FY 1995, were included in the top 200 for FY 1995. Also, 10 of the 21 listed in FY 1995, but not in FY 1996, remain in the top 200.

## Primary Procurement Categories of the Top 100 Companies

Although the contract work of many companies on the list includes more than one procurement category, in Exhibit C below, each company has been assigned to the procurement category that accounts for its largest dollar volume of DoD awards; for example, General Electric Company is a multi-industry company, producing electronic and communications equipment as well as industrial and consumer products. For the purposes of this exhibit, it has been assigned to "Aircraft," the procurement category accounting for its largest dollar volume of DoD contract awards.

### Exhibit C

Procurement Category	Number of Companies		
	FY 1996	FY 1995	Change
Aircraft	13	12	+1
Missiles	12	12	0
Ships	8	9	-1
Tank-Automotive	6	3	+3
Ammunition	2	2	0
Electronics	12	19	-7
Services	28	24	+4
Construction	7	9	-2
Petroleum	6	6	0
Weapons	0	1	-1
Subsistence	2	2	0
All Other	4	1	+3



## Top 10 Companies

The FY 1996 top 10 companies are listed, in Exhibit D below, by rank, along with their FY 1995 rank and the dollar value of the awards received in both FY 1996 and FY 1995. Exhibit E, page 6, describes the major products of these 10 companies.

### Exhibit D

Rank		Company Name	Awards (in Billions)	
1996	1995		1996	1995
1	1	Lockheed Martin Corporation	12.0	10.5
2	2	McDonnell Douglas Corporation	9.9	8.0
3	4	General Motors Corporation	3.2	3.0
4	6	Raytheon Corporation	3.0	2.9
5	11	General Dynamics Corporation	2.7	1.7
6	5	Northrop Grumman Corporation	2.6	2.9
7	10	United Technologies Corporation	2.6	1.8
8	9	Boeing Company The	1.7	1.8
9	12	Litton Industries Incorporated	1.7	1.2
10	7	General Electric Company	1.5	2.1

## Exhibit E

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
1. Lockheed Martin Corp.	UGM-96 TRIDENT, CG-47 AEGIS missile systems. MK-41 Guided Missile Launch. Advanced Tactical Fighter, C-5 GALAXY, C-130 HERCULES, C-141 STARLIFTER, F-4 PHANTOM II, F-16 FALCON, P-3 ORION, S-3 VIKING, and UH-2 Seasprite aircraft. AH-64 APACHE aircraft equipment. MILSTAR communications. RDT&E for missile/space systems, weapons, aircraft, and electronics/communications equipment.
2. McDonnell Douglas Corp.	F-18 HORNET, F-15 EAGLE, AV-8 HARRIER, C-17 cargo transport, T-45 GOSHAWK and AH-64 APACHE aircraft. OH-58 KIOWA, UH-60 BLACKHAWK aircraft components. TOMAHAWK and HARPOON missile systems. RDT&E related to aircraft and missiles.
3. General Motors Corp.	AMRAAM, MAVERICK, TOW, RIM-66, RIM-67, UGM-96 TRIDENT, STINGER, and PEACE SHIELD missile systems. C-130 HERCULES, C-141 STARLIFTER, F-15 EAGLE, F-16 FALCON, and F-18 HORNET aircraft components. BRADLEY fighting vehicle components. Vehicular power transmission components for ABRAMS (M1/M1A1/M1A2) tanks. RDT&E for missile/space systems, and electronics/communications equipment. ADP and telecommunications services.
4. Raytheon Company	PATRIOT, AMRAAM, UGM-96 TRIDENT, MIM-23 HAWK, SEA SPARROW, and RIM-66 Standard missile systems and components. Miscellaneous Fire Control equipment. SONAR equipment. RDT&E for Ballistic Missile Defense Systems, electronics/communications equipment and missile/space systems.
5. General Dynamics Corp.	ABRAMS (M1/M1A1/M1A2) tanks, F-16 FALCON fighter aircraft, STINGER, BGM-109 TOMAHAWK, TRIDENT and CGM/HGM-16 ATLAS missiles, Nuclear submarines, RDT&E for combat vehicles, ships, and missile/space systems.

## Exhibit E (Concluded)

<u>COMPANY</u>	<u>MAJOR PRODUCTS</u>
6. Northrop Grumman Corp.	A-6 INTRUDER, B-1, B-2 STEALTH, C-2 GREYHOUND, E-2 HAWKEYE, EA-6B PROWLER, F-5 FREEDOM fighter, F-14 TOMCAT, F-15 EAGLE, and UH-1 IROQUOIS aircraft. AN/FSD JOINT STARS radar and navigational equipment. RDT&E for electronics/communications equipment, and missile/space systems.
7. United Technologies Corp.	F-100, F-101, TF-30, TF-33, and C-17 aircraft engines. C-17, AH-1J SEA COBRA, H-13 SIOUX, SH-3D SEA KING, UH-60 BLACKHAWK, SH-60 SEAHAWK, CH-53 SEA STALLION and Advanced Tactical Fighter aircraft and components. RDT&E for aircraft, electronics/communications equipment, and missile/space systems.
8. Boeing Company, The	CH-47 CHINOOK, EA-6B PROWLER, H-46 SEA KNIGHT, B-1, B-52 STARTO FORTRESS, E3-A, KC-135 STRATOLIFTER, and C-137 STRATOLINER aircraft. RDT&E for Ballistic Missile Defense Systems. AGM-69 SRAM and LGM-30 MINUTEMAN missiles. ADP and Telecommunications Services
9. Litton Industries Inc.	DDG-47 AEGIS and DDG-51 Destroyers; LHA, LHD-1, and LPH Amphibious Assault Ships; Electronic & Communication Equipment related to OH-58 KIOWA, CH-47 CHINOOK, UH-60 BLACKHAWK and AH-64 APACHE helicopters and A-6 INTRUDER, C-130 HERCULES, E-2 HAWKEYE, F-14 TOMCAT, F-18 HORNET and AV-8 HARRIER aircraft.
10. General Electric Co.	Engines for TF-30, TF-34, TF-39, T-56, T-58, T-64, UH-60 BLACKHAWK, B2 STEALTH, F-100, F-101, F-110, F-14 TOMCAT, and F-18 HORNET aircraft. CG-47 AEGIS and UGM-96 TRIDENT missile system components. RDT&E for missile/space systems, ships, aircraft, and electronics/communication equipment.

**TABLE 1**  
**INDEX OF 100 PARENT COMPANIES WHICH**  
**RECEIVED THE LARGEST DOLLAR VOLUME OF**  
**PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>PARENT COMPANY</b>	<b>R A N K</b>	<b>PARENT COMPANY</b>
80	AEROSPACE CORPORATION	89	JACOBS ENGINEERING GROUP INC
28	AETNA SERVICES INC	53	JOHNS HOPKINS UNIVERSITY
26	ALLIANT TECHSYSTEMS INC	54	JOHNSON CONTROLS INC
24	ALLIEDSIGNAL INC	71	KAMAN CORPORATION
92	ARINC INCORPORATED	85	KUWAIT PETROLEUM CORPORATION
22	AT&T CORP	9	LITTON INDUSTRIES INC
46	ATLANTIC RICHFIELD COMPANY	1	LOCKHEED MARTIN CORPORATION
37	AVONDALE INDUSTRIES INC	36	LOGICON INC
94	BATTELLE MEMORIAL INSTITUTE	47	Longbow LLC
30	BDM INTERNATIONAL INC	40	MASSACHUSETTS INST OF TECH
72	BECHTEL GROUP INC	2	MCDONNELL DOUGLAS CORPORATION
73	BELL ATLANTIC CORPORATION	70	MCI COMMUNICATIONS CORPORATION
96	BERGEN BRUNSWIG CORPORATION	90	MCKESSON CORPORATION DELAWARE
27	BLACK & DECKER CORPORATION	76	MESC HOLDINGS INC
8	BOEING COMPANY THE	34	MITRE CORPORATION
12	BOEING NORTH AMERICAN INC	43	MOTOROLA INC
61	BOEING SKRSKY COMANCHE TEAM JV	41	NASSCO HOLDINGS INC
69	BOOZ ALLEN & HAMILTON INC	60	NICHOLS RESEARCH CORPORATION
42	CHRYSLER CORPORATION	6	NORTHROP GRUMMAN CORPORATION
74	CLARK ENTERPRISES INC	65	NV KON. NEDERLANDSE PETROLEUM
86	COASTAL CORPORATION, THE	56	OHM CORPORATION
17	COMPUTER SCIENCES CORPORATION	31	OLIN CORPORATION
78	CSX CORPORATION	68	OSHKOSH TRUCK CORPORATION
91	CUBIC CORPORATION	57	PHILIP MORRIS COMPANIES INC
59	DRAPER CHARLES STARK LAB INC	79	PHILIPP HOLZMANN AKTIENGESELLS
33	DYNACORP	63	PROCTER & GAMBLE COMPANY THE
82	ENI SPA	4	RAYTHEON COMPANY
98	ESCO ELECTRONICS CORPORATION	38	RENCO GROUP THE INC
29	EXXON CORPORATION	25	ROLLS-ROYCE PLC
55	FEDERAL EXPRESS CORPORATION	14	SCIENCE APPLICATIONS INTL CORP
83	FEDERAL PRISON INDUSTRIES	95	SEQUA CORPORATION
77	FOSTER WHEELER CORPORATION	35	STANDARD MISSILE LLC
62	GENCORP INC	84	STEWART & STEVENSON SVCS INC
5	GENERAL DYNAMICS CORPORATION	58	SVERDRUP CORPORATION, THE
10	GENERAL ELECTRIC COMPANY	64	T I/MARTIN JAVELIN JOINT VENTR
3	GENERAL MOTORS CORPORATION	99	TELEDYNE INC
51	GOVERNMENT OF CANADA	39	TENNECO INC
19	GTE CORPORATION	23	TEXAS INSTRUMENTS INCORPORATED
21	HALLIBURTON ENERGY SVCS INC	13	TEXTRON INC
49	HARRIS CORPORATION	66	THE GENERAL ELECTRIC CO. PLC
97	HEWLETT-PACKARD COMPANY	93	TOWER AIR INC
75	HIGHMARK INC	20	TRACOR INC
50	HONEYWELL INC	16	TRW INC
67	HUMANA INC	52	UNC INCORPORATED
81	HUNT BUILDING CORPORATION	32	UNISYS CORPORATION
87	INTERMARINE USA	15	UNITED DEFENSE LP
45	INTERNATIONAL BUS MCHS CORP	44	UNITED STATES DEPT ENERGY
100	INTERNATIONAL SHIPHOLDING CORP	7	UNITED TECHNOLOGIES CORP
88	INTERNATIONAL TECHNOLOGY CORP	11	WESTINGHOUSE ELECTRIC CORP
18	ITT INDUSTRIES INC	48	WORLDCORP, INC

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**TABLE 2**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

R A N K	C O M P A N I E S	T H O U S A N D S O F D O L L A R S	P E R C E N T O F T O T A L	C U M U L A T I V E P E R C E N T O F T O T A L
	T O T A L	119,555,763	100.00	100.00
	TOTAL, 100 COMPANIES/SUBSIDIARIES	69,864,556	58.43	58.43
1	<b>LOCKHEED MARTIN CORPORATION</b>	1,429,646		
	AIRPORT GROUP INTERNATIONAL I	32,397		
	LOCKHEED CORPORATION	4,675,978		
	LOCKHEED ENGRG & SCIENCES CO	24,077		
	LOCKHEED ENVIRONMENTAL SYSTEM	87		
	LOCKHEED MARTIN FEDERAL SYSTM	120,478		
	LOCKHEED MARTIN ORD SYSTEMS	78,187		
	LOCKHEED MARTIN SERVICES INC	271,416		
	LOCKHEED MARTIN TACTICAL SYST	2,077,689		
	LOCKHEED MISSILES & SPACE COM	1,723,574		
	LOCKHEED SANDERS, INC	270,332		
	LTV AEROSPACE AND DEFENSE CO	6,552		
	MARTIN MARIETTA CORPORATION	701,221		
	MARTIN MARIETTA MATERIALS INC	32		
	MARTIN MARIETTA TECHNOLOGIES,	586,761		
	TOTAL	11,998,429	10.03	10.03
2	<b>MCDONNELL DOUGLAS CORPORATION</b>	9,927,950		
	MCDONNELL AIRCRAFT CO	1,300		
	MCDONNELL DGLAS ARSPC SVCS CO	2,817		
	MCDONNELL DOUGLAS HELICPTR CO	1,348-		
	MCDONNELL DOUGLAS TRNING SYS	8,254		
	TOTAL	9,938,973	8.31	18.34
3	<b>GENERAL MOTORS CORPORATION</b>	103,680		
	DELCO ELECTRONICS CORPORATION	22,019		
	ELECTRONIC DATA SYSTEMS CORP	415,468		
	GENERAL MOTORS OF CANADA LIM	449		
	HUGHES (U K) LTD.	453		
	HUGHES AIRCRAFT COMPANY INC	1,223,862		
	HUGHES AIRCRAFT OF CANADA LIM	934		
	HUGHES DATA SYSTEMS	42,435		
	HUGHES ELECTRONICS CORPORATIO	979		
	HUGHES MISSILE SYSTEMS CO	1,211,535		
	HUGHES STX CORPORATION	9,835		
	HUGHES TECHNICAL SERVICES CO	39,843		
	HUGHES TRAINING INC	166,405		
	PACKARD-HUGHES INTERCONNECT C	2,429		
	TOTAL	3,240,326	2.71	21.05

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
10	<b>GENERAL ELECTRIC COMPANY</b> G E AMERICAN COMMUNICATIONS GENERAL ELECTRIC CANADA GENSTAR CONTAINER CORPORATION NBC SUBSIDIARY 18, INC TRANSPORT INTERNATIONAL POOL TRANSPORT POOL CORPORATION	1,511,808 17,157 106 280 178 418 83		
	TOTAL	1,530,029	1.27	34.03
11	<b>WESTINGHOUSE ELECTRIC CORP</b> KNOLL GROUP, INC THE KNOLL INC WESTINGHOUSE CANADA INC WESTINGHOUSE ELECT SYS VENTUR WESTINGHOUSE NORDEN SYSTEMS, WESTINGHOUSE REMEDIATION SVCS	1,410,545 10,012 16,054 26 324 3,452 302		
	TOTAL	1,440,714	1.20	35.23
12	<b>BOEING NORTH AMERICAN INC</b> ALLEN-BRADLEY COMPANY, INC. BOEING NORTH AMERICAN SERVICE RELIANCE ELECTRIC INDUS CO ROCKWELL FRANCE	1,280,946 74 5,936 340 388		
	TOTAL	1,287,684	1.07	36.31
13	<b>TEXTRON INC</b> AVCO CORPORATION BELL HELICOPTER TEXTRON INC H R TEXTRON INC TEXTRON FILTRATION SYSTEMS TURBINE ENG COMPONENTS TEXTRO	424,445 25,559 743,358 426 668 693-		
	TOTAL	1,193,763	0.99	37.31
14	<b>SCIENCE APPLICATIONS INTL CORP</b> WRIGHT R E ENVIRONMENTAL	1,065,487 805		
	TOTAL	1,066,292	0.89	38.20
15	<b>UNITED DEFENSE LP</b>	876,615		
	TOTAL	876,615	0.73	38.93
16	<b>TRW INC</b>	786,750		
	TOTAL	786,750	0.65	39.59

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
17	<b>COMPUTER SCIENCES CORPORATION</b> CSC ANALYTICS INC CSC ARTEMIS INC  TOTAL	708,972 2,919 65  711,956	   0.59	   40.18
18	<b>ITT INDUSTRIES INC</b> ITT FEDERAL SERVICES CORP ITT FEDERAL SERVICES INTL ITT FLUID TECHNOLOGY CORP ITT SHERATON CORPORATION  TOTAL	439,831 67,948 162,635 486 69  670,970	     0.56	     40.75
19	<b>GTE CORPORATION</b> CONTEL CELLULAR INC CONTEL FEDERAL SYSTEMS INC CONTEL OF CALIFORNIA, INC GTE CALIFORNIA INC GTE COMMUNICATION SYSTEMS COR GTE CUSTOMER NETWORKS INC GTE GOVERNMENT SYSTEMS CORP GTE HAWAIIAN TELEPHONE CO INC GTE INTERNATIONAL TELECOM INC GTE MOBILE COMMUNICATIONS INC GTE MOBILNET INCORPORATED GTE NORTH INC GTE NORTHWEST INCORPORATED GTE PRODUCTS OF CONNECTICUT GTE SOUTH INCORPORATED GTE SOUTHWEST INCORPORATED  TOTAL	47,616 500 46,350 2,602 402 968 45 476,738 19,896 137 243 400 409 558 210 1,296 704  599,073	              0.50	              41.25
20	<b>TRACOR INC</b> GDE SYSTEMS INC OTC TRACOR AEROSPACE, INC OTC TRACOR APPLIED SCIENCES, TRACOR AEROSPACE INC TRACOR APPLIED SCIENCES INC TRACOR FLIGHT SYSTEMS INC VITRO CORPORATION VITRO SERVICES CORPORATION  TOTAL	30,221 83,756 4,657 4,823 85,476 62,614 19,504 216,373 73,177  580,600	         0.48	         41.73
21	<b>HALLIBURTON ENERGY SVCS INC</b> BROWN & ROOT INC BROWN & ROOT SERVICES CORP HALLIBURTON NUS CORPORATION  TOTAL	9,611 532,788 31,236  573,635	   0.48	   42.21

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
22	<b>AT&amp;T CORP</b> AG COMMUNICATION SYSTEMS CORP ALASCOM, INC AM TELEPHONE & TELEGRAPH CO AT&T ADVANCED TECHNOLOGY SYS AT&T COMM SVCS GULF STATES AT&T COMMUNICATIONS, INC AT&T FEDERAL SYSTEMS AT&T RESOURCE MANAGEMENT CORP AT&T SYSTEMS LEASING CORP AT&T WIRELESS SERVICES INC NCR CORPORATION  TOTAL	433,258 92 9,436 1,724 5,242 18,925 25,808 399 70 354 625 33,104  529,037	0.44	42.66
23	<b>TEXAS INSTRUMENTS INCORPORATED</b> TEXAS INSTRUMENTS FOUNDATION  TOTAL	525,424 3,146  528,570	0.44	43.11
24	<b>ALLIEDSIGNAL INC</b> ALLIEDSIGNAL AVIONICS, INC ALLIEDSIGNAL CANADA INC ALLIEDSIGNAL DEUTSCHLAND GMBH ALLIEDSIGNAL ENGINES ALLIEDSIGNAL TECHNICAL SVCS  TOTAL	374,947 4,695 945 10,645 32 120,542  511,805	0.42	43.54
25	<b>ROLLS-ROYCE PLC</b> ALLISON ENGINE COMPANY INC ROLLS-ROYCE HOLDINGS CANADA I ROLLS-ROYCE POWER ENGINEERING  TOTAL	285,422 176,583 148 292  462,445	0.38	43.92
26	<b>ALLIANT TECHSYSTEMS INC</b>  TOTAL	456,552  456,552	0.38	44.30
27	<b>BLACK &amp; DECKER CORPORATION</b> PRC COMMERCIAL SYSTEMS, INC PRC ENVIRONMENTAL MGT DEL PRC INC PRC PUBLIC SECTOR, INC  TOTAL	5,485 1,864 35,705 409,435 100  452,589	0.37	44.68

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
28	<b>AETNA SERVICES INC</b> AETNA CASUALTY & SURETY CO IN AETNA LIFE INSURANCE COMPANY	450,510 990		
	TOTAL	451,500	0.38	45.06
29	<b>EXXON CORPORATION</b>	446,736		
	TOTAL	446,736	0.37	45.43
30	<b>BDM INTERNATIONAL INC</b> BDM FEDERAL INC BDM SERVICES COMPANY	74,659 333,809 1,000-		
	TOTAL	407,468	0.34	45.77
31	<b>OLIN CORPORATION</b> PHYSICS INTERNATIONAL COMPANY	384,162 14,297		
	TOTAL	398,459	0.33	46.11
32	<b>UNISYS CORPORATION</b> UNISYS DEFENSE SYSTEMS, INC UNISYS PANAMA SA	310,864 70,637 87		
	TOTAL	381,588	0.31	46.43
33	<b>DYNCORP</b> AEROTHERM CORPORATION	364,851 15,143		
	TOTAL	379,994	0.31	46.74
34	<b>MITRE CORPORATION</b>	374,725		
	TOTAL	374,725	0.31	47.06
35	<b>STANDARD MISSILE LLC</b>	372,117		
	TOTAL	372,117	0.31	47.37
36	<b>LOGICON INC</b> LOGICON R & D ASSOCIATES SYSCON CORPORATION	176,840 83,092 72,508		
	TOTAL	332,440	0.27	47.65

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**TABLE 2 (CONTINUED)**  
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**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
37	<b>AVONDALE INDUSTRIES INC</b>	328,066		
	TOTAL	328,066	0.27	47.92
38	<b>RENCO GROUP THE INC</b> AM GENERAL CORPORATION	31 326,415		
	TOTAL	326,446	0.27	48.19
39	<b>TENNECO INC</b> TENNECO INTERAMERICA INC	324,550		
	TOTAL	324,550	0.27	48.47
40	<b>MASSACHUSETTS INST OF TECH</b>	319,445		
	TOTAL	319,445	0.26	48.73
41	<b>NASSCO HOLDINGS INC</b>	301,456		
	TOTAL	301,456	0.25	48.99
42	<b>CHRYSLER CORPORATION</b> ELECTROSPACE SYSTEMS INC ESI HOLDING, INC	522 97,239 202,319		
	TOTAL	300,080	0.25	49.24
43	<b>MOTOROLA INC</b> MOTOROLA COMMUNICATIONS & ELE	226,102 63,990		
	TOTAL	290,092	0.24	49.48
44	<b>UNITED STATES DEPT ENERGY</b>	284,351		
	TOTAL	284,351	0.23	49.72
45	<b>INTERNATIONAL BUS MCHS CORP</b> I B M CREDIT CORPORATION INFORMATIQUE (COMPAGNIE GENER INTEGRATED SYSTEMS SLTIONS COR LOTUS DEVELOPMENT CORPORATION SOFT SWITCH INC	277,795 239 212 1,600 215 36		
	TOTAL	280,096	0.23	49.95

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
46	<b>ATLANTIC RICHFIELD COMPANY</b>	<u>279,439</u>		
	TOTAL	279,439	0.23	50.19
47	<b>Longbow LLC</b>	<u>273,787</u>		
	TOTAL	273,787	0.22	50.41
48	<b>WORLD CORP, INC</b>	<u>270,884</u>		
	TOTAL	270,884	0.22	50.64
49	<b>HARRIS CORPORATION</b> AMERICAN OFFICE SYSTEMS INC LANIER DEUTSCHLAND GMBH LANIER WORLDWIDE INC	266,468 84 1,520 <u>822</u>		
	TOTAL	268,894	0.22	50.87
50	<b>HONEYWELL INC</b> HONEYWELL FEDERAL SYSTEMS INC	263,580 <u>29</u>		
	TOTAL	263,610	0.22	51.09
51	<b>GOVERNMENT OF CANADA</b> CANADA DEVELOPMENT INVESTMENT CANADIAN COMMERCIAL CORP ST LAWRENCE SEAWAY AUTHORITY,	123 37 258,633 <u>54</u>		
	TOTAL	258,846	0.21	51.30
52	<b>UNC INCORPORATED</b> UNC AIRWORK CORPORATION UNC HOLDINGS INC	35,026 763 <u>216,529</u>		
	TOTAL	252,318	0.21	51.51
53	<b>JOHNS HOPKINS UNIVERSITY</b> HOPKINS JOHN UNIVERSITY PRESS	245,578 <u>40</u>		
	TOTAL	245,618	0.20	51.72

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
54	<b>JOHNSON CONTROLS INC</b> JOHNSON CONTRLS WORLD SVCS IN	3,422 <u>241,969</u>		
	TOTAL	245,391	0.20	51.92
55	<b>FEDERAL EXPRESS CORPORATION</b>	<u>241,744</u>		
	TOTAL	241,744	0.20	52.13
56	<b>OHM CORPORATION</b> OHM REMEDIATION SERVICES CORP	126 <u>233,486</u>		
	TOTAL	233,611	0.19	52.32
57	<b>PHILIP MORRIS COMPANIES INC</b> ENTENMANN'S INC KRAFT FOODS INC MAYER OSCAR FOODS CORPORATION PHILIP MORRIS INCORPORATED	167 92 124,072 26,598 <u>80,847</u>		
	TOTAL	231,776	0.19	52.52
58	<b>SVERDRUP CORPORATION, THE</b> SVERDRUP CIVIL INC SVERDRUP FACILITIES INC SVERDRUP TECHNOLOGY INC	27,143 2,338 8,434 <u>193,707</u>		
	TOTAL	231,622	0.19	52.71
59	<b>DRAPER CHARLES STARK LAB INC</b>	<u>227,003</u>		
	TOTAL	227,003	0.18	52.90
60	<b>NICHOLS RESEARCH CORPORATION</b>	<u>225,082</u>		
	TOTAL	225,082	0.18	53.09
61	<b>BOEING SKRSKY COMANCHE TEAM JV</b>	<u>223,182</u>		
	TOTAL	223,182	0.18	53.27
62	<b>GENCORP INC</b> AEROJET-GENERAL CORPORATION	<u>217,711</u>		
	TOTAL	217,711	0.18	53.46

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**TABLE 2 (CONTINUED)**  
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**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>COMPANIES</b>	<b>THOUSANDS OF DOLLARS</b>	<b>PERCENT OF TOTAL</b>	<b>CUMULATIVE PERCENT OF TOTAL</b>
63	<b>PROCTER &amp; GAMBLE COMPANY THE</b> PROCTER GAMBLE DISTRG CO THE PROCTER GAMBLE PHARMACEUTICAL	94,037 120,080 <u>116</u>		
	TOTAL	214,233	0.17	53.64
64	<b>T I/MARTIN JAVELIN JOINT VENTR</b>	<u>207,114</u>		
	TOTAL	207,114	0.17	53.81
65	<b>NV KON. NEDERLANDSE PETROLEUM</b> DEUTSCHE SHELL AKTIENGESSELLSC SHELL OIL COMPANY	201,972 105 <u>3,334</u>		
	TOTAL	205,410	0.17	53.98
66	<b>THE GENERAL ELECTRIC CO. PLC</b> CANADIAN MARCONI COMPANY DICK A B COMPANY DEL ELECTRICAL MANUFACTURING OF S G E C AVERY INTERNATIONAL LTD GEC INCORPORATED GEC MARCONI ELEC SYS CORPORAT GEC PLESSEY SEMICONDUCTORS GEC-MARCONI AEROSPACE INC GEC-MARCONI AVIONICS INC LEAR ASTRONICS CORPORATION MARCONI COMMUNICATIONS INC PICKER INTERNATIONAL INC THE ENGLISH ELECTRIC CO. LTD.	521 1,617 202 98 34 100,173 9,815 237 2,213 14,004 50,200 4,448 10,557 <u>238</u>		
	TOTAL	194,358	0.16	54.14
67	<b>HUMANA INC</b> HUMANA MLITARY HEALTHCARE SVC	<u>188,184</u>		
	TOTAL	188,184	0.16	54.30
68	<b>OSHKOSH TRUCK CORPORATION</b>	<u>187,789</u>		
	TOTAL	187,789	0.15	54.45
69	<b>BOOZ ALLEN &amp; HAMILTON INC</b>	<u>184,318</u>		
	TOTAL	184,318	0.15	54.60

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**TABLE 2 (CONTINUED)**  
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**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
70	<b>MCI COMMUNICATIONS CORPORATION</b> MCI INTERNATIONAL INC MCI TELECOMMUNICATIONS CORP	33,818 147,130		
	TOTAL	180,948	0.15	54.75
71	<b>KAMAN CORPORATION</b> KAMAN AEROSPACE CORPORATION KAMAN DIVERSIFIED TECH CORP KAMAN SCIENCES CORPORATION RAYMOND ENGINEERING INC	69,827 2,490 33,289 74,362 265		
	TOTAL	180,234	0.15	54.90
72	<b>BECHTEL GROUP INC</b> BECHTEL CORPORATION BECHTEL ENVIRONMENTAL, INC BECHTEL NATIONAL INC BECHTEL POWER CORPORATION	25 1,275 41,955 136,149 45		
	TOTAL	179,450	0.15	55.05
73	<b>BELL ATLANTIC CORPORATION</b> BELL ATLANTIC BUSINESS SYSTEM BELL ATLANTIC MOBILE BELL ATLANTIC NETWORK SERVICE BELL ATLANTIC NYNEX MOBILE BELL ATLANTIC-MARYLAND INC BELL ATLANTIC-NEW JERSEY INC BELL ATLANTIC-PENNSYLVANIA BELL ATLANTIC-VIRGINIA INC BELL ATLANTIC-WASHINGTON DC DECISIONONE CORPORATION	1,191 1,374 228 157,168 1,161 340 1,391 1,509 5,887 5,370 608		
	TOTAL	176,228	0.14	55.20
74	<b>CLARK ENTERPRISES INC</b> CLARK CONSTRUCTION GROUP THE OMNI CONSTRUCTION INC	30 170,246 694		
	TOTAL	170,970	0.14	55.34
75	<b>HIGHMARK INC</b>	170,404		
	TOTAL	170,404	0.14	55.49
76	<b>MESC HOLDINGS INC</b> MAGNAVOX ELECTRONIC SYSTEMS C	127,069 39,656		
	TOTAL	166,725	0.13	55.63

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**TABLE 2 (CONTINUED)**  
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**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
77	<b>FOSTER WHEELER CORPORATION</b> FOSTER WHEELER ENVMTL CORP FOSTER WHEELER USA CORPORATIO	6,391 62,511 94,643		
	TOTAL	163,545	0.13	55.76
78	<b>CSX CORPORATION</b> SEA-LAND SERVICE INC	158,872		
	TOTAL	158,872	0.13	55.90
79	<b>PHILIPP HOLZMANN AKTIENGESELLS</b> HSG HOLZMANN TECHNISCHER SERV J A J HOLDING CORP JONES J A CONSTRUCTION CO JONES J A INC JONES, J A MANAGEMENT SERVICE LOCKWOOD GREENE ENGINEERS INC METRIC CONSTRUCTORS INC PHILIPP HOLZMANN - HELD & FRA REA CONSTRUCTION COMPANY	135 1,291 15,288 39,087 83,487 82 3,238 5,294 7,751 394		
	TOTAL	156,047	0.13	56.03
80	<b>AEROSPACE CORPORATION</b>	155,690		
	TOTAL	155,690	0.13	56.16
81	<b>HUNT BUILDING CORPORATION</b>	154,313		
	TOTAL	154,313	0.12	56.29
82	<b>ENI SPA</b> AGIP PETROLI SPA ENICHEM SPA	151,859 172		
	TOTAL	152,031	0.13	56.42
83	<b>FEDERAL PRISON INDUSTRIES</b>	150,764		
	TOTAL	150,764	0.12	56.54
84	<b>STEWART &amp; STEVENSON SVCS INC</b>	149,659		
	TOTAL	149,659	0.12	56.67

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**TABLE 2 (CONTINUED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
85	<b>KUWAIT PETROLEUM CORPORATION</b>	<u>149,231</u>		
	TOTAL	149,231	0.12	56.79
86	<b>COASTAL CORPORATION, THE</b> CIC INDUSTRIES INC COASTAL OIL NEW ENGLAND INC COASTAL REFINING & MARKETING COSBEL PETROLEUM CORPORATION	<u>7,807- 121,075 7,684 17,280 9,205</u>		
	TOTAL	147,436	0.12	56.91
87	<b>INTERMARINE USA</b>	<u>144,604</u>		
	TOTAL	144,604	0.12	57.03
88	<b>INTERNATIONAL TECHNOLOGY CORP</b>	<u>144,575</u>		
	TOTAL	144,575	0.12	57.16
89	<b>JACOBS ENGINEERING GROUP INC</b> CRSS CONSTRUCTORS INC JACOBS CONSTRUCTORS INC	<u>137,938 553 1,230</u>		
	TOTAL	139,721	0.11	57.27
90	<b>MCKESSON CORPORATION DELAWARE</b>	<u>137,902</u>		
	TOTAL	137,902	0.11	57.39
91	<b>CUBIC CORPORATION</b> CUBIC DEFENSE SYSTEMS INC	<u>52,740 77,754</u>		
	TOTAL	130,494	0.10	57.50
92	<b>ARINC INCORPORATED</b> ARINC RESEARCH CORPORATION	<u>79,130 50,495</u>		
	TOTAL	129,624	0.10	57.61
93	<b>TOWER AIR INC</b>	<u>128,178</u>		
	TOTAL	128,178	0.10	57.71

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**TABLE 2 (CONCLUDED)**  
**100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO**  
**NET VALUE OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1996**

<b>R A N K</b>	<b>C O M P A N I E S</b>	<b>T H O U S A N D S O F D O L L A R S</b>	<b>P E R C E N T O F T O T A L</b>	<b>C U M U L A T I V E P E R C E N T O F T O T A L</b>
94	<b>BATTELLE MEMORIAL INSTITUTE</b>	127,629		
	TOTAL	127,629	0.10	57.82
95	<b>SEQUA CORPORATION</b> ATLANTIC RESEARCH CORPORATION CHROMALLOY GAS TURBINE CORP TURBOCOMBUSTOR TECHNOLOGY	47,164 34,959 41,995 737		
	TOTAL	124,854	0.10	57.92
96	<b>BERGEN BRUNSWIG CORPORATION</b> BERGEN BRUNSWIG DRUG COMPANY	117,681 6,731		
	TOTAL	124,412	0.10	58.03
97	<b>HEWLETT-PACKARD COMPANY</b> APOLLO COMPUTER INC HEWLETT PACKARD-CONVEX DIV HEWLETT-PACKARD GESELLSCHAFT HEWLETT-PACKARD LTD.	114,644 2,402 5,436 758 29		
	TOTAL	123,268	0.10	58.13
98	<b>ESCO ELECTRONICS CORPORATION</b> DEFENSE HOLDING CORP ELECTRONICS & SPACE CORP HAZELTINE CORPORATION RANTEC MICROWAVE & ELECTRONIC	1,517 73,600 34,658 12,867 340		
	TOTAL	122,982	0.10	58.23
99	<b>TELEDYNE INC</b> TELEDYNE INDUSTRIES INC	16,291 104,107		
	TOTAL	120,398	0.10	58.33
100	<b>INTERNATIONAL SHIPHOLDING CORP</b> CENTRAL GULF LINES INC WATERMAN STEAMSHIP CORPORATIO	55,329 62,205		
	TOTAL	117,534	0.10	58.43

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**TABLE 3**  
**100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS AND CATEGORY OF PROCUREMENT**  
**Department of Defense**  
**FISCAL YEAR 1996**

<b>Rank</b>	<b>Contractor</b>	<b>RDT&amp;E</b>	<b>Other Services</b>	<b>Supplies</b>	<b>Total</b>
1	LOCKHEED MARTIN CORPORATION	4,321,031	2,105,626	5,571,773	11,998,430
2	MCDONNELL DOUGLAS CORPORATION	1,380,946	632,061	7,925,964	9,938,973
3	GENERAL MOTORS CORPORATION	514,400	673,063	2,052,862	3,240,326
4	RAYTHEON COMPANY	829,337	1,124,876	1,057,691	3,011,905
5	GENERAL DYNAMICS CORPORATION	421,783	294,515	1,953,730	2,670,030
6	NORTHROP GRUMMAN CORPORATION	450,766	508,225	1,645,713	2,604,705
7	UNITED TECHNOLOGIES CORP	385,138	116,810	1,755,747	2,257,695
8	BOEING COMPANY THE	406,825	594,619	722,599	1,724,044
9	LITTON INDUSTRIES INC	33,516	82,153	1,593,442	1,709,112
10	GENERAL ELECTRIC COMPANY	361,059	469,913	699,056	1,530,029
11	WESTINGHOUSE ELECTRIC CORP	214,728	637,165	588,820	1,440,714
12	BOEING NORTH AMERICAN INC	400,590	356,769	530,323	1,287,683
13	TEXTRON INC	665,510	27,431	500,821	1,193,762
14	SCIENCE APPLICATIONS INTL CORP	336,925	651,627	77,738	1,066,291
15	UNITED DEFENSE LP	327,461	79,883	469,269	876,614
16	TRW INC	465,296	263,242	58,211	786,749
17	COMPUTER SCIENCES CORPORATION	184,382	505,985	21,587	711,956
18	ITT INDUSTRIES INC	41,088	272,781	357,098	670,969
19	GTE CORPORATION	30,526	338,605	229,940	599,073
20	TRACOR INC	134,120	353,234	93,244	580,599
21	HALLIBURTON ENERGY SVCS INC	0	572,410	1,225	573,635
22	AT&T CORP	34,491	396,704	97,841	529,037
23	TEXAS INSTRUMENTS INCORPORATED	270,629	26,245	231,694	528,569
24	ALLIEDSIGNAL INC	19,497	155,422	336,885	511,804
25	ROLLS-ROYCE PLC	32,116	259,957	170,370	462,445
26	ALLIANT TECHSYSTEMS INC	167,859	72,587	216,105	456,551
27	BLACK & DECKER CORPORATION	35,428	288,664	128,496	452,589
28	AETNA SERVICES INC	0	451,499	0	451,499
29	EXXON CORPORATION	0	0	446,735	446,735
30	BDM INTERNATIONAL INC	73,256	298,063	36,147	407,467
31	OLIN CORPORATION	121,808	143,660	132,989	398,459
32	UNISYS CORPORATION	28,353	305,078	48,156	381,588
33	DYNACORP	17,557	357,608	4,828	379,994
34	MITRE CORPORATION	365,084	9,487	152	374,724
35	STANDARD MISSILE LLC	0	0	372,116	372,116
36	LOGICON INC	81,773	210,749	39,917	332,440
37	AVONDALE INDUSTRIES INC	0	1,630	326,435	328,065
38	RENCO GROUP THE INC	0	11,400	315,045	326,446
39	TENNECO INC	2,894	307,178	14,476	324,550
40	MASSACHUSETTS INST OF TECH	316,857	2,587	0	319,444
41	NASSCO HOLDINGS INC	1,581	11,458	288,416	301,456
42	CHRYSLER CORPORATION	70,466	105,007	124,606	300,080
43	MOTOROLA INC	51,994	30,439	207,657	290,091
44	UNITED STATES DEPT ENERGY	2,362	6,625	275,362	284,350
45	INTERNATIONAL BUS MCHS CORP	31,687	138,093	110,315	280,096
46	ATLANTIC RICHFIELD COMPANY	0	0	279,439	279,439
47	Longbow LLC	2,135	178,937	92,713	273,786
48	WORLD CORP, INC	0	270,884	0	270,884
49	HARRIS CORPORATION	62,869	66,494	139,530	268,894
50	HONEYWELL INC	61,701	20,158	181,749	263,609

Note: Amounts in thousands of dollars.

**TABLE 3 (Concluded)**  
**100 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS AND CATEGORY OF PROCUREMENT**  
**Department of Defense**  
**FISCAL YEAR 1996**

<u>Rank</u>	<u>Contractor</u>	<u>RDT&amp;E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
51	GOVERNMENT OF CANADA	5,610	15,295	237,940	258,846
52	UNC INCORPORATED	0	206,109	46,208	252,317
53	JOHNS HOPKINS UNIVERSITY	243,946	1,671	0	245,618
54	JOHNSON CONTROLS INC	156-	244,379	1,168	245,390
55	FEDERAL EXPRESS CORPORATION	0	241,481	263	241,744
56	OHM CORPORATION	0	233,611	0	233,611
57	PHILIP MORRIS COMPANIES INC	0	0	231,775	231,775
58	SVERDRUP CORPORATION, THE	122,423	108,907	290	231,622
59	DRAPER CHARLES STARK LAB INC	215,113	12,205	315-	227,003
60	NICHOLS RESEARCH CORPORATION	139,181	84,247	1,652	225,082
61	BOEING SKRSKY COMANCHE TEAM JV	223,182	0	0	223,182
62	GENCORP INC	157,621	43,238	16,851	217,711
63	PROCTER & GAMBLE COMPANY THE	0	0	214,233	214,233
64	T I/MARTIN JAVELIN JOINT VENTR	25,017	0	182,096	207,113
65	NV KON. NEDERLANDSE PETROLEUM	0	0	205,410	205,410
66	THE GENERAL ELECTRIC CO. PLC	83,069	8,250	103,037	194,358
67	HUMANA INC	0	188,183	0	188,183
68	OSHKOSH TRUCK CORPORATION	142	97	187,548	187,788
69	BOOZ ALLEN & HAMILTON INC	30,046	154,171	99	184,318
70	MCI COMMUNICATIONS CORPORATION	0	179,156	1,790	180,947
71	KAMAN CORPORATION	58,655	104,706	16,871	180,233
72	BECHTEL GROUP INC	3,075	176,374	0	179,449
73	BELL ATLANTIC CORPORATION	3,362	19,758	153,106	176,227
74	CLARK ENTERPRISES INC	0	170,970	0	170,970
75	HIGHMARK INC	0	170,403	0	170,403
76	MESC HOLDINGS INC	41,722	9,651	115,351	166,725
77	FOSTER WHEELER CORPORATION	1,632	161,912	0	163,544
78	CSX CORPORATION	0	158,872	0	158,872
79	PHILIPP HOLZMANN AKTIENGESELLS	0	154,964	1,082	156,046
80	AEROSPACE CORPORATION	155,690	0	0	155,690
81	HUNT BUILDING CORPORATION	0	154,312	0	154,312
82	ENI SPA	0	11,587	140,443	152,031
83	FEDERAL PRISON INDUSTRIES	74	2,592	148,097	150,764
84	STEWART & STEVENSON SVCS INC	1,767	92	147,798	149,658
85	KUWAIT PETROLEUM CORPORATION	0	0	149,231	149,231
86	COASTAL CORPORATION, THE	0	849	146,586	147,436
87	INTERMARINE USA	0	1,009	143,594	144,603
88	INTERNATIONAL TECHNOLOGY CORP	0	144,574	0	144,574
89	JACOBS ENGINEERING GROUP INC	0	139,721	0	139,721
90	MCKESSON CORPORATION DELAWARE	0	0	137,901	137,901
91	CUBIC CORPORATION	25,387	60,376	44,729	130,493
92	ARINC INCORPORATED	5,109	118,088	6,426	129,624
93	TOWER AIR INC	0	128,177	0	128,177
94	BATTELLE MEMORIAL INSTITUTE	67,113	58,144	2,371	127,628
95	SEQUA CORPORATION	7,220	8,545	109,088	124,854
96	BERGEN BRUNSWIG CORPORATION	0	0	124,412	124,412
97	HEWLETT-PACKARD COMPANY	238	8,707	114,322	123,268
98	ESCO ELECTRONICS CORPORATION	2,941	15,413	104,627	122,982
99	TELEDYNE INC	63,138	18,539	38,720	120,398
100	INTERNATIONAL SHIPHOLDING CORP	0	117,434	100	117,534

Note: Amounts in thousands of dollars.

**TABLE 4**  
**50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT**  
**Department of the Army**  
**FISCAL YEAR 1996**

<u>Rank</u>	<u>Contractor</u>	<u>RDT&amp;E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	663,048	185,054	958,291	1,806,394
2	RAYTHEON COMPANY	463,642	564,488	430,358	1,458,488
3	GENERAL MOTORS CORPORATION	152,470	159,407	509,572	821,450
4	UNITED DEFENSE LP	326,235	36,756	410,675	773,667
5	MCDONNELL DOUGLAS CORPORATION	59,185	32,270	657,292	748,747
6	GENERAL DYNAMICS CORPORATION	65,168	66,223	597,370	728,762
7	SCIENCE APPLICATIONS INTL CORP	110,960	372,772	39,372	523,105
8	HALLIBURTON ENERGY SVCS INC	0	438,226	1,225	439,451
9	ITT INDUSTRIES INC	33,333	93,422	282,986	409,743
10	UNITED TECHNOLOGIES CORP	3,267	6,948	390,823	401,039
11	OLIN CORPORATION	111,592	143,595	109,326	364,514
12	NORTHROP GRUMMAN CORPORATION	124,288	125,198	80,490	329,977
13	RENCO GROUP THE INC	0	11,400	307,513	318,913
14	GTE CORPORATION	11,764	110,140	181,804	303,708
15	Longbow LLC	2,135	178,937	92,713	273,786
16	WESTINGHOUSE ELECTRIC CORP	34,498	224,681	7,858	267,038
17	ALLIANT TECHSYSTEMS INC	54,143	37,382	166,811	258,337
18	TRW INC	164,418	50,629	29,269	244,316
19	COMPUTER SCIENCES CORPORATION	19,312	222,466	598	242,376
20	TEXTRON INC	55,924	1,065	174,613	231,603
21	BOEING SKRSKY COMANCHE TEAM JV	223,182	0	0	223,182
22	T I/MARTIN JAVELIN JOINT VENTR	24,117	0	182,014	206,132
23	BOEING COMPANY THE	46,890	115,303	41,541	203,734
24	NICHOLS RESEARCH CORPORATION	106,349	71,880	1,652	179,883
25	OSHKOSH TRUCK CORPORATION	142	97	178,900	179,140
26	GOVERNMENT OF CANADA	3,353	1,737	166,416	171,507
27	GENERAL ELECTRIC COMPANY	6,822	5,059	157,080	168,962
28	MITRE CORPORATION	158,984	8,747	152	167,884
29	TEXAS INSTRUMENTS INCORPORATED	96,007	3,228	64,890	164,126
30	BELL ATLANTIC CORPORATION	0	10,238	144,956	155,195
31	STEWART & STEVENSON SVCS INC	1,767	0	147,440	149,207
32	MOTOROLA INC	15,436	23,642	106,895	145,975
33	DYNACORP	12,325	128,270	0	140,596
34	BOEING NORTH AMERICAN INC	85,313	38,948	15,250	139,512
35	LITTON INDUSTRIES INC	13,826	5,228	114,638	133,693
36	FEDERAL REPUBLIC OF GERMANY	0	115,104	42	115,147
37	LOGICON INC	215	104,515	9,305	114,037
38	BLACK & DECKER CORPORATION	65	67,288	43,244	110,598
39	ALLIEDSIGNAL INC	1,890	6,221	91,082	99,193
40	HARRIS CORPORATION	2,135	57,193	38,305	97,634
41	DUCHOSSOIS INDUSTRIES INC	299	6,380	90,934	97,613
42	THERMO ELECTRON CORPORATION	82,583	7,644	6,568	96,796
43	FMC- ARABIA	0	96,009	0	96,009
44	INTERNATIONAL TECHNOLOGY CORP	0	95,700	0	95,700
45	MESC HOLDINGS INC	36,177	5,657	51,993	93,828
46	CHRYSLER CORPORATION	2,428	0	90,742	93,170
47	BECHTEL GROUP INC	0	89,911	0	89,911
48	DYNACORP/DYNAIR CORPORATION	216	89,567	0	89,784
49	HONEYWELL INC	35,882	2,049	44,019	81,951
50	TELOS CORPORATION (MARYLAND)	0	68,960	12,732	81,693

Note: Amounts in thousands of dollars.

**TABLE 4 (Continued)**  
**50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT**  
**Department of the Navy**  
**FISCAL YEAR 1996**

<u>Rank</u>	<u>Contractor</u>	<u>RDT&amp;E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	MCDONNELL DOUGLAS CORPORATION	970,732	311,540	2,262,949	3,545,222
2	LOCKHEED MARTIN CORPORATION	352,703	647,674	1,536,233	2,536,612
3	GENERAL DYNAMICS CORPORATION	355,712	227,774	1,354,888	1,938,374
4	LITTON INDUSTRIES INC	11,823	42,574	1,405,331	1,459,728
5	GENERAL MOTORS CORPORATION	175,760	328,305	705,250	1,209,315
6	WESTINGHOUSE ELECTRIC CORP	115,969	359,701	485,525	961,196
7	GENERAL ELECTRIC COMPANY	181,457	428,212	183,531	793,201
8	TEXTRON INC	600,249	23,725	131,359	755,334
9	RAYTHEON COMPANY	262,301	209,876	281,450	753,628
10	NORTHROP GRUMMAN CORPORATION	85,229	116,778	467,478	669,486
11	STANDARD MISSILE LLC	0	0	372,116	372,116
12	AVONDALE INDUSTRIES INC	0	1,630	326,435	328,065
13	ROLLS-ROYCE PLC	9,732	207,337	110,378	327,448
14	TENNECO INC	2,894	307,178	14,476	324,550
15	TRACOR INC	30,453	257,581	28,938	316,973
16	NASSCO HOLDINGS INC	1,581	11,458	288,416	301,456
17	UNITED STATES DEPT ENERGY	2,362	0	274,310	276,672
18	UNISYS CORPORATION	15,768	225,880	14,307	255,955
19	BOEING COMPANY THE	64,708	96,910	77,895	239,513
20	UNITED TECHNOLOGIES CORP	49,741	59,700	117,020	226,462
21	TEXAS INSTRUMENTS INCORPORATED	110,855	12,542	100,594	223,992
22	BOEING NORTH AMERICAN INC	22,284	73,139	122,390	217,815
23	JOHNS HOPKINS UNIVERSITY	217,454	0	0	217,454
24	SCIENCE APPLICATIONS INTL CORP	94,969	85,726	27,763	208,459
25	ALLIEDSIGNAL INC	14,322	94,693	93,993	203,009
26	DRAPER CHARLES STARK LAB INC	189,339	4,357	315-	193,381
27	BLACK & DECKER CORPORATION	8,705	149,447	15,776	173,929
28	CSX CORPORATION	0	158,872	0	158,872
29	OHM CORPORATION	0	148,987	0	148,987
30	INTERMARINE USA	0	1,009	142,454	143,464
31	ALLIANT TECHSYSTEMS INC	67,646	32,773	34,980	135,400
32	CLARK ENTERPRISES INC	0	126,303	0	126,303
33	INTERNATIONAL SHIPHOLDING CORP	0	117,434	100	117,534
34	HUNT BUILDING CORPORATION	0	104,076	0	104,076
35	UNITED DEFENSE LP	1,225	43,126	57,505	101,858
36	KAMAN CORPORATION	33,279	56,988	11,325	101,594
37	ANALYSIS & TECHNOLOGY INC	29,099	67,426	3,384	99,910
38	CHRYSLER CORPORATION	66,719	19,277	10,769	96,766
39	AT&T CORP	28,995	18,800	48,650	96,447
40	LOGICON INC	13,560	80,914	1,544	96,019
41	PHILIPP HOLZMANN AKTIENGESELLS	0	95,638	0	95,638
42	TRW INC	2,882	87,967	3,616	94,466
43	LOCKHEED MRTIN TCTICAL SYSTEMS	22,228	0	66,230	88,459
44	COMPUTER SCIENCES CORPORATION	41,527	44,931	1,678	88,137
45	VSE CORPORATION	0	88,019	57	88,077
46	HEWLETT-PACKARD COMPANY	56	2,124	83,890	86,072
47	TALLEY INDUSTRIES INC	0	73,886	12,139	86,025
48	FOSTER WHEELER CORPORATION	1,632	84,299	0	85,931
49	MILCOM SYSTEMS CORPORATION	0	82,393	0	82,393
50	HALLIBURTON ENERGY SVCS INC	0	72,435	0	72,435

Note: Amounts in thousands of dollars.

**TABLE 4 (Continued)**  
**50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT**  
**AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT**  
**Department of the Air Force**  
**FISCAL YEAR 1996**

<u>Rank</u>	<u>Contractor</u>	<u>RDT&amp;E</u>	<u>Other Services</u>	<u>Supplies</u>	<u>Total</u>
1	LOCKHEED MARTIN CORPORATION	3,182,400	1,176,584	2,905,908	7,264,894
2	MCDONNELL DOUGLAS CORPORATION	351,028	288,251	4,984,633	5,623,914
3	UNITED TECHNOLOGIES CORP	332,128	50,161	1,215,805	1,598,095
4	NORTHROP GRUMMAN CORPORATION	234,223	257,428	1,089,482	1,581,133
5	BOEING COMPANY THE	294,722	344,459	580,508	1,219,691
6	GENERAL MOTORS CORPORATION	166,434	85,431	818,632	1,070,499
7	BOEING NORTH AMERICAN INC	283,329	244,681	390,498	918,508
8	RAYTHEON COMPANY	85,740	233,017	340,384	659,142
9	GENERAL ELECTRIC COMPANY	173,916	19,484	314,190	507,591
10	TRW INC	209,457	124,131	21,360	354,949
11	MASSACHUSETTS INST OF TECH	310,812	961	0	311,774
12	WORLDCORP, INC	0	270,884	0	270,884
13	COMPUTER SCIENCES CORPORATION	120,910	124,325	19,311	264,547
14	SCIENCE APPLICATIONS INTL CORP	75,181	165,752	10,528	251,462
15	FEDERAL EXPRESS CORPORATION	0	239,299	0	239,299
16	ITT INDUSTRIES INC	3,917	159,139	61,114	224,171
17	GTE CORPORATION	18,317	157,994	38,444	214,757
18	MITRE CORPORATION	202,894	739	0	203,634
19	SVERDRUP CORPORATION, THE	121,328	78,428	290	200,047
20	INTERNATIONAL BUS MCHS CORP	5,988	127,527	65,383	198,899
21	TEXTRON INC	6,189	2,640	183,968	192,798
22	WESTINGHOUSE ELECTRIC CORP	45,280	52,782	88,799	186,862
23	DYNACORP	2,193	168,651	4,828	175,673
24	TRACOR INC	66,463	70,075	38,478	175,017
25	BDM INTERNATIONAL INC	11,172	154,118	7,183	172,475
26	GENCORP INC	109,635	43,747	16,757	170,141
27	UNC INCORPORATED	0	119,601	40,872	160,474
28	ALLIEDSIGNAL INC	929	54,394	104,455	159,779
29	AEROSPACE CORPORATION	155,690	0	0	155,690
30	HONEYWELL INC	15,371	14,625	120,101	150,098
31	TEXAS INSTRUMENTS INCORPORATED	62,891	10,434	64,273	137,599
32	TOWER AIR INC	0	128,177	0	128,177
33	THE GENERAL ELECTRIC CO. PLC	80,430	913	39,769	121,113
34	JOHNSON CONTROLS INC	0	114,350	517	114,867
35	JACOBS ENGINEERING GROUP INC	0	108,779	0	108,779
36	BLACK & DECKER CORPORATION	19,644	61,593	26,366	107,605
37	CHRYSLER CORPORATION	0	85,729	21,392	107,121
38	OKINAWA ELECTRIC POWER COMPANY	0	106,779	0	106,779
39	HARRIS CORPORATION	42,224	6,208	57,364	105,797
40	COMPUTER SCIENCE RAYTHEON	0	98,453	0	98,453
41	LITTON INDUSTRIES INC	7,866	25,835	64,747	98,450
42	ROLLS-ROYCE PLC	22,383	48,527	24,784	95,696
43	LOGICON INC	38,964	25,319	29,037	93,320
44	HEISEI KENSO CO LTD	0	86,863	0	86,863
45	FLIGHTSAFETY INTERNATIONAL	0	39,903	43,112	83,015
46	TOKYO ELECTRIC POWER CO INC	0	72,423	0	72,423
47	CUBIC CORPORATION	25,076	14,165	29,681	68,923
48	DOUGLAS, DONALD	60,337	0	7,585	67,922
49	IBM FEDERAL SYSTEMS DIVISION	4,752	48,941	13,186	66,881
50	ESCO ELECTRONICS CORPORATION	54	8,227	56,069	64,351

Note: Amounts in thousands of dollars.

TABLE 4 (Concluded)

# 50 COMPANIES LISTED ACCORDING TO NET VALUE OF PRIME CONTRACT AWARDS, REPORTING COMPONENT, AND CATEGORY OF PROCUREMENT

Defense Logistics Agency

FISCAL YEAR 1996

Rank	Contractor	RDT&E	Other Services	Supplies	Total
1	EXXON CORPORATION	0	0	446,698	446,698
2	ATLANTIC RICHFIELD COMPANY	0	0	273,358	273,358
3	NV KON. NEDERLANDSE PETROLEUM	0	0	205,305	205,305
4	ENI SPA	0	11,587	140,443	152,031
5	KUWAIT PETROLEUM CORPORATION	0	0	149,231	149,231
6	COASTAL CORPORATION, THE	0	849	146,586	147,436
7	BERGEN BRUNSWIG CORPORATION	0	0	117,492	117,492
8	SALOMON INC	0	0	114,030	114,030
9	MCKESSON CORPORATION DELAWARE	0	0	111,151	111,151
10	DU PONT E I DE NEMOURS AND CO	0	0	93,002	93,002
11	COMPANIA ESPANOLA DE PETROLEOS	0	0	87,167	87,167
12	HOLLY CORPORATION	0	0	86,450	86,450
13	SSANGYONG CORPORATION	0	0	85,177	85,177
14	MOTOR OIL (HELLAS) CORINTH REF	0	0	84,458	84,458
15	KOCH INDUSTRIES INC	0	0	76,941	76,941
16	SUNKYOUNG LTD	0	0	72,148	72,148
17	GOLD LINE REFINING LTD	0	0	70,196	70,196
18	LAND O'FROST, INC	0	0	69,485	69,485
19	MOBIL CORPORATION	0	373	68,524	68,897
20	AMOCO CORPORATION	0	0	65,476	65,476
21	PRIDE COMPANIES L P	0	0	62,744	62,744
22	TENNESSEE APPAREL CORP	0	0	58,413	58,413
23	THE BRITISH PETROLEUM CO. PLC	0	0	53,809	53,809
24	FEDERAL PRISON INDUSTRIES	0	0	46,724	46,724
25	GENERAL ELECTRIC COMPANY	0	0	44,076	44,076
26	PROIZVODNO TRGOVACKO I USLUZNO	0	0	43,674	43,674
27	TENNIER INDUSTRIES INC	0	0	41,592	41,592
28	LOUISIANA LAND EXPLORATION THE	0	0	41,353	41,353
29	HYUNDAI CORPORATION	0	0	41,109	41,109
30	PROPPER INTERNATIONAL INC	0	0	40,576	40,576
31	KENDALL DRUG COMPANY	0	0	39,083	39,083
32	ALLIEDSIGNAL INC	0	0	38,981	38,981
33	NOVELLY/GOLDSTEIN PARTNERSHIP	0	0	38,237	38,237
34	ARCTIC SLOPE REGIONAL CORP	0	0	36,618	36,618
35	PLACID REFINING COMPANY	0	0	35,428	35,428
36	BLACK & DECKER CORPORATION	0	0	35,152	35,152
37	TENNESSEE WHOLESALE DRUG CO	0	0	34,628	34,628
38	WORNICK COMPANY INC	25	0	32,701	32,726
39	UNITED TECHNOLOGIES CORP	0	0	31,655	31,655
40	THE BROKEN HILL PROPRIETARY CO	0	0	29,904	29,904
41	NAUGHTON ENERGY CORPORATION	0	0	29,804	29,804
42	PARAMOUNT PETROLEUM CORP	0	0	29,633	29,633
43	MANSFIELD OIL OF GAINESVILLE	0	0	27,727	27,727
44	AMERICAN APPAREL INC	0	0	27,639	27,639
45	GARY-WILLIAMS COMPANY	0	0	26,971	26,971
46	GLOBAL PETROLEUM CORP	0	0	26,821	26,821
47	BELLEVILLE SHOE MFG CO	0	0	26,036	26,036
48	REFINERY ASSOCIATES, INC	0	0	25,981	25,981
49	HELLENIC FUEL & LUBRICANT IND	0	0	25,797	25,797
50	DIAMOND SHAMROCK INC	0	0	25,330	25,330

Note: Amounts in thousands of dollars.